

PHILIP MORRIS
1988 2Q WEEKLY PROJECTIONS

| <u>WEEK</u> | <u>APRIL</u> | <u>MAY</u> | <u>JUNE</u> |
|-------------|--------------|--------------------------|--------------------------|
| | | <u>125% ALLOCATION *</u> | <u>125% ALLOCATION *</u> |
| 1 | 3.6 | 5.0 | 3.0 |
| 2 | 4.1 | 5.0 | 5.0 |
| 3 | 4.5 | 5.0 | 5.0 |
| 4 | 4.3 | 5.0 | 5.0 |
| 5 | - | 2.0 | 3.9 |
| | — | — | — |
| | 16.5 | 22.0 | 21.9 |
| QTD | 16.5 | 38.5 | 60.4 |
| YTD | 59.4 | 81.4 | 103.3 |
| BUDGET | | | 102.2 |
| | | | — |
| | | | + 1.1 |

* ASSUMES 90% PARTICIPATION

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